

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GENERAL MOTORS CORP  
Form 8-K  
August 02, 2005

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION

Washington, DC 20549-1004

FORM 8-K

CURRENT REPORT  
PURSUANT TO SECTION 13 OR 15(d) OF  
THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported) August 2, 2005

GENERAL MOTORS CORPORATION

-----  
(Exact Name of Registrant as Specified in its Charter)

STATE OF DELAWARE -----	1-143 -----	38-0572515 -----
(State or other jurisdiction of Incorporation or Organization)	(Commission File Number)	(I.R.S. Employer Identification No.)
300 Renaissance Center, Detroit, Michigan -----		48265-3000 -----
(Address of Principal Executive Offices)		(Zip Code)

Registrant's telephone number, including area code (313) 556-5000  
-----

=====  
Check the appropriate box below if the Form 8-K filing is intended to  
simultaneously satisfy the filing obligation of the registrant under any of the  
following provisions:

- Written communications pursuant to Rule 425 under the Securities Act  
(17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR  
240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the

## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Exchange Act (17 CFR 240.14d-2(b))

[ ] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

### ITEM 8.01. OTHER EVENTS

On August 2, 2005, General Motors Corporation (GM) issued a news release announcing July 2005 sales. The release is as follows:

GM Reports 530,027 Deliveries in July, Up 20 Percent  
Truck Deliveries Up 34.5 Percent, Record July and Second-Best-Ever Sales Month  
All-Time Sales Record for Sport Utility Vehicles  
Full-Size Pickup Sales Surge 54.5 Percent Setting a New July Record  
Sales Up at Every Division

DETROIT - General Motors dealers in the U.S. sold 530,027 new cars and trucks in July, up 20 percent compared to year-ago sales and GM's best July sales since 1979. Truck deliveries (360,655) increased 34.5 percent, establishing a new record for July and posting the second-best-ever sales month, outpaced only by June 2005 industry-record truck deliveries. Deliveries of sport utility vehicles established an all-time industry sales record, with a 22 percent increase over year-ago levels.

Car sales (169,372) declined 3 percent, due to significantly reduced fleet sales. Retail car sales were up over 9 percent, led by strong retail sales of new vehicles, including Cadillac STS, Chevrolet Cobalt, Pontiac G6 and Buick LaCrosse. Every GM division posted sales increases for the month.

"Over one million Americans drove off in a new GM car or truck in the past two months," said Mark LaNeve, GM vice president, North America Vehicle Sales, Service and Marketing. "It's proof that an excellent vehicle, offered at an easily understood, fair price is compelling to consumers. Sales results for June and July demonstrate that once they experience our products, more and more Americans come to appreciate the high quality, tremendous value and benefits of owning a GM car or truck."

GM continued its truck sales leadership, led by an all-time sales record for utilities and the continuing surge of full-size pickup sales. Deliveries of Chevrolet full-size pickups (Silverado and Avalanche) increased 52 percent. Chevrolet Silverado (up 55 percent) and GMC Sierra (up 64 percent) each achieved second-best-ever sales months, surpassed only by June 2005 sales. Record sport utility sales were led by a 16 percent increase in large utility deliveries and small utility sales (Chevrolet Equinox and Saturn Vue), which improved 105 percent.

Retail car sales continue to gain momentum, paced by ongoing strong sales performance of several new vehicles. Total sales of GM's entry level cars were up 19 percent, with Chevrolet Cobalt achieving its best-ever sales. Luxury car sales rose 6 percent compared to year-ago levels, with sales increases by Cadillac CTS (up 25 percent) and XLR (up 37 percent), Chevrolet SSR (up 43 percent), Saab 9-2X and 9-3 (54 percent). Cadillac STS had its best sales since

## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

launch, beating the previous high mark set last month.

Cadillac sales were up 10 percent. A significant reduction in fleet sales was offset by strong retail sales, which were up 30 percent. Total car deliveries were up 11 percent, paced by record STS and CTS deliveries. CTS has set sales records in five of the last seven months. Escalade ESV and EXT both posted sales improvements in July. ESV was up 35 percent and EXT sales increased 16 percent.

Chevrolet posted its strongest July since 1978 as sales increased 18 percent, led by record truck sales, which were up 35 percent. This was the first time since March 1979 that Chevrolet posted consecutive months with more than 300,000 sales. In the full-size truck segment, Silverado was up 55 percent and Avalanche sales improved 28 percent. Among Chevrolet's newest trucks, Colorado continued its strong sales results, with a 34 percent increase, and Equinox had its best-ever sales with nearly twice the number of deliveries achieved last year. Aveo sales were up 57 percent.

GMC sales set a new July record, up 33 percent compared to record sales last year. GMC has strong sales across its portfolio, with gains by Sierra (up 64 percent), Canyon (up 68 percent), Yukon (up 28 percent) and Envoy (up 7 percent).

Pontiac deliveries in July were up 9 percent, led by solid sales of the G6 and Vibe. Vibe set an all-time sales record, with deliveries up 36 percent.

Buick also posted strong sales in July, up 20 percent. LaCrosse sales were 79 percent higher than year-ago combined Century and Regal deliveries. LaCrosse has set month-over-month sales increases for seven of eight months since its launch.

The all-new HUMMER H3 continued its strong start with 4,664 sales in July, a 21 percent increase over June sales. This is noteworthy given that the H3 was not included in the GM Employee Discount for Everyone program. HUMMER easily surpassed its best-ever July sales with 7,476 deliveries, a 210 percent improvement compared to last year. H2 deliveries were 16 percent higher than year-ago levels.

Saturn had its best July since 2003, with sales improving 11 percent. Vue set a new July sales record with deliveries up 39.5 percent.

Saab had record July sales, with deliveries improving 94 percent and falling less than 200 units short of its best-ever sales results. 9-3 deliveries improved 54 percent, and 9-2X achieved its second-best sales month. Production of the 9-7X continues to ramp-up with 685 deliveries recorded in July.

GM also announced the continuation of its GM Employee Discount for Everyone program. The program will run through September 6, 2005. It includes all available 2005 Buick, Cadillac, Chevrolet, HUMMER and Pontiac-GMC cars and light-duty trucks except for Chevrolet Corvette, HUMMER H1 and Pontiac GTO.

"GM's Employee Discount program will continue as a 2005 model clearance program," LaNeve said. "It is simply the most consistent transition to our Total Value Promise and is consistent with our desire to offer simple and compelling prices for all our products. The fact that our Employee Discount program was so widely copied by our competition, and even by other industries, is testimony to its effectiveness."

Certified Used Vehicles

July sales for all certified GM brands, including GM Certified Used Vehicles,

## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Cadillac Certified Pre-Owned Vehicles, Used Cars from Saturn and Saab Certified Pre-Owned Vehicles, established a new monthly sales record for the certified category with sales of 50,366 units, up 8 percent from last July. This marks the first time any manufacturer has surpassed 50,000 certified used sales in a month. Total year-to-date certified GM sales are 309,719 units, up 1 percent from the same period last year.

Leading the way was GM Certified Used Vehicles, the industry's top-selling manufacturer-certified used brand, which set a new monthly sales record for a certified brand in July with sales of 42,905 units, up 20 percent from the previous month and up more than 10 percent from July 2004. Year-to-date sales for GM Certified Used Vehicles are 262,635 units, up nearly 3 percent.

Cadillac Certified Pre-Owned Vehicles posted sales of 3,583 units, up 6 percent. Cadillac Certified year-to-date sales are up 14 percent over the same period in 2004. Used Cars from Saturn sold 3,065 units, down 13 percent. Saab Certified Pre-Owned Vehicles sold 813 units, down 2 percent.

"July was a record month for GM certified sales," LaNeve said. "Not only did GM Certified Used Vehicles set a new monthly sales record for a certified brand, but it was a record month for combined GM certified brands with 50,366 sales. This marks the first time any manufacturer has topped the 50,000-unit mark in certified used sales for a month."

GM North America Reports July Production Results; 2005 Third-Quarter Production Forecast Remains Unchanged

GM North America in July produced 198,000 vehicles (76,000 cars and 122,000 trucks), compared to 247,500 vehicles (91,000 cars and 156,500 trucks) produced in July 2004.

Production totals include joint venture production of 12,000 vehicles in July 2005 and 14,000 vehicles in July 2004.

Also, the region's 2005 third-quarter production forecast remains unchanged at 1.1 million vehicles (405,000 cars and 695,000 trucks). In the third quarter of 2004, the region produced 1.209 million vehicles (463,000 cars and 746,000 trucks).

GM also announced revised 2005 third-quarter production forecasts for its international regions:

GM Europe - The region's revised 2005 third-quarter production forecast is 412,000 vehicles, up 5,000 units from last month's guidance. In the third quarter of 2004, GM Europe built 411,000 vehicles.

GM Asia Pacific - GM Asia Pacific's revised 2005 third-quarter production estimate is 430,000 vehicles, down 2,000 units from last month's guidance. In the third quarter of 2004, GM Asia Pacific built 314,000 vehicles.

GM Latin America, Africa and the Middle East - The region's revised 2005 third-quarter production estimate is 207,000 vehicles, up 3,000 units from last month's guidance. In the third quarter of 2004, the region built 185,000 vehicles.

General Motors Corp. (NYSE: GM), the world's largest automaker, has been the global industry sales leader since 1931. Founded in 1908, GM today employs about

## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

321,000 people around the world. It has manufacturing operations in 32 countries and its vehicles are sold in 200 countries. In 2004, GM sold nearly 9 million cars and trucks globally, up 4 percent and the second-highest total in the company's history. GM's global headquarters are at the GM Renaissance Center in Detroit. More information on GM can be found at [www.gm.com](http://www.gm.com).

Note: GM sales and production results are available on GM Media OnLine at <http://media.gm.com> by clicking on News, then Sales/Production. In this press release and related comments by General Motors management, our use of the words "expect," "anticipate," "estimate," "forecast," "objective," "plan," "goal" and similar expressions is intended to identify forward looking statements. While these statements represent our current judgment on what the future may hold, and we believe these judgments are reasonable, actual results may differ materially due to numerous important factors that are described in GM's most recent report on SEC Form 10-K (at page II-20) which may be revised or supplemented in subsequent reports on SEC Forms 10-Q and 8-K. Such factors include, among others, the following: changes in economic conditions, currency exchange rates or political stability; shortages of fuel, labor strikes or work stoppages; market acceptance of the corporation's new products; significant changes in the competitive environment; changes in laws, regulations and tax rates; and, the ability of the corporation to achieve reductions in cost and employment levels to realize production efficiencies and implement capital expenditures at levels and times planned by management.

# # #

Detroit -- General Motors dealers in the United States today reported the following vehicle sales:

	July			Calendar Year-to-Date January - July		
Curr S/D: 26			% Chg			
Prev S/D: 27	2005	2004	per S/D	2005	2004	%Chg
Vehicle Total	530,027	459,263	19.8	2,882,397	2,754,884	4.6
Car Total	169,372	180,809	-2.7	1,088,483	1,126,347	-3.4
Truck Total	360,655	278,454	34.5	1,793,914	1,628,537	10.2
Light Truck Total	354,846	274,154	34.4	1,756,356	1,600,542	9.7
Light Vehicle Total	524,218	454,963	19.7	2,844,839	2,726,889	4.3

Market Division Vehicle Total	June			Calendar Year-to-Date January - June		
			% Chg			
	2005	2004	per S/D	2005	2004	%Chg
Buick	37,618	32,454	20.4	186,472	194,910	-4.3
Cadillac	25,431	23,920	10.4	147,031	129,912	13.2
Chevrolet	306,160	269,240	18.1	1,714,493	1,581,519	8.4

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GMC	78,717	61,269	33.4	387,019	344,391	12.4
HUMMER	7,476	2,505	209.9	24,844	15,332	62.0
Oldsmobile	109	1,388	-91.8	1,541	25,155	-93.9
Other - Isuzu	1,035	1,548	-30.6	8,449	8,367	1.0
Pontiac	42,541	40,608	8.8	256,186	296,244	-13.5
Saab	6,469	3,458	94.3	27,437	22,888	19.9
Saturn	24,471	22,873	11.1	128,925	136,166	-5.3

-----  
Sales of Domestically Produced Vehicles  
-----

Car	156,173	172,125	-5.8	1,012,527	1,073,291	-5.7
Light Truck	354,846	274,154	34.4	1,756,356	1,600,542	9.7

Twenty-Six selling days for the July period this year and twenty- seven for last year.

\*American Isuzu Motors, Inc., dealer sales of commercial vehicles distributed by General Motors Corporation as reported to General Motors by American Isuzu Motors, Inc.

2-1P  
GM Car Deliveries - (United States)  
July 2005

	July		%Chg per S/D	Calendar Year-to-Date January - July		
	2005	2004		2005	2004	%Chg
Selling Days (S/D)	26	27				
Century	530	6,748	-91.8	5,909	47,488	-87.6
LaCrosse	13,327	0	***.*	58,441	0	***.*
LeSabre	12,678	14,447	-8.9	59,039	71,942	-17.9
Park Avenue	112	1,549	-92.5	2,028	12,139	-83.3
Regal	31	966	-96.7	539	11,208	-95.2
Buick Total	26,678	23,710	16.8	125,956	142,777	-11.8
CTS	6,338	5,264	25.0	39,446	34,497	14.3
DeVille	4,775	8,689	-42.9	34,986	38,760	-9.7
Eldorado	0	0	***.*	0	7	***.*
Seville	4	320	-98.7	129	2,569	-95.0
STS	4,041	0	***.*	21,518	0	***.*
XLR	328	249	36.8	2,695	2,159	24.8
Cadillac Total	15,486	14,522	10.7	98,774	77,992	26.6
Aveo	6,550	4,329	57.1	41,795	25,584	63.4
Camaro	0	0	***.*	0	127	***.*
Cavalier	455	19,952	-97.6	17,792	123,870	-85.6
Classic	6	6,896	***.*	42,356	62,083	-31.8
Cobalt	27,484	0	***.*	130,465	0	***.*
Corvette	1,872	3,492	-44.3	18,506	21,880	-15.4
Impala	17,259	23,976	-25.2	141,019	163,436	-13.7

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Malibu	14,671	23,979	-36.5	115,534	90,133	28.2
Monte Carlo	2,547	5,662	-53.3	20,889	32,436	-35.6
Prizm	0	0	***.*	0	5	***.*
SSR	790	572	43.4	5,784	6,014	-3.8
Chevrolet Total	71,634	88,858	-16.3	534,140	525,568	1.6
-----						
Alero	85	694	-87.3	1,131	18,082	-93.7
Aurora	0	15	***.*	18	179	-89.9
Intrigue	0	0	***.*	0	55	***.*
Oldsmobile Total	85	709	-87.6	1,149	18,316	-93.7
-----						
Bonneville	960	3,106	-67.9	8,192	18,753	-56.3
Firebird	0	0	***.*	0	109	***.*
G6	10,091	0	***.*	63,532	0	***.*
Grand Am	552	10,004	-94.3	30,352	93,939	-67.7
Grand Prix	15,770	10,923	49.9	64,274	81,813	-21.4
GTO	865	897	0.1	7,772	4,584	69.5
Sunfire	1,714	3,777	-52.9	21,312	22,260	-4.3
Vibe	8,924	6,818	35.9	42,244	38,307	10.3
Pontiac Total	38,876	35,525	13.6	237,678	259,765	-8.5
-----						
9-2X	1,272	135	878.5	5,497	184	***.*
9-3	3,522	2,370	54.3	16,895	17,156	-1.5
9-5	990	953	7.9	3,997	5,548	-28.0
Saab Total	5,784	3,458	73.7	26,389	22,888	15.3
-----						
ION	10,585	12,333	-10.9	59,505	64,011	-7.0
Saturn L Series	244	1,694	-85.0	4,892	15,030	-67.5
Saturn S Series	0	0	***.*	0	0	***.*
Saturn Total	10,829	14,027	-19.8	64,397	79,041	-18.5
-----						
GM Total	169,372	180,809	-2.7	1,088,483	1,126,347	-3.4
-----						
GM Car Deliveries by Production Source						
-----						
GM North America *	156,173	172,125	-5.8	1,012,527	1,073,291	-5.7
-----						
GM Import	13,199	8,684	57.8	75,956	53,056	43.2
-----						
GM Total	169,372	180,809	-2.7	1,088,483	1,126,347	-3.4
-----						

\* Includes U.S./Canada/Mexico

2-1P  
GM Car Deliveries - (United States)  
July 2005

	July		Calendar Year-to-Date January - July			
	2005	2004	%Chg per S/D	2005	2004	%Chg
Selling Days (S/D)	26	27				
-----						
GM Car Deliveries by Production Source and Marketing Division						
-----						
Buick Total	26,678	23,710	16.8	125,956	142,777	-11.8
Cadillac Total	15,486	14,522	10.7	98,774	77,992	26.6

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Chevrolet Total	65,084	84,529	-20.0	492,345	499,984	-1.5
Oldsmobile Total	85	709	-87.6	1,149	18,316	-93.7
Pontiac Total	38,011	34,628	14.0	229,906	255,181	-9.9
Saturn Total	10,829	14,027	-19.8	64,397	79,041	-18.5
GM North America Total*	156,173	172,125	-5.8	1,012,527	1,073,291	-5.7

Chevrolet Total	6,550	4,329	57.1	41,795	25,584	63.4
Pontiac Total	865	897	0.1	7,772	4,584	69.5
Saab Total	5,784	3,458	73.7	26,389	22,888	15.3
GM Import Total	13,199	8,684	57.8	75,956	53,056	43.2

GM Vehicle Deliveries by Marketing Division

Buick Total	37,618	32,454	20.4	186,472	194,910	-4.3
Cadillac Total	25,431	23,920	10.4	147,031	129,912	13.2
Chevrolet Total	306,160	269,240	18.1	1,714,493	1,581,519	8.4
GMC Total	78,717	61,269	33.4	387,019	344,391	12.4
HUMMER Total	7,476	2,505	209.9	24,844	15,332	62.0
Oldsmobile Total	109	1,388	-91.8	1,541	25,155	-93.9
Other-Isuzu Total	1,035	1,548	-30.6	8,449	8,367	1.0
Pontiac Total	42,541	40,608	8.8	256,186	296,244	-13.5
Saab Total	6,469	3,458	94.3	27,437	22,888	19.9
Saturn Total	24,471	22,873	11.1	128,925	136,166	-5.3
GM Total	530,027	459,263	19.8	2,882,397	2,754,884	4.6

\* Includes US/Canada/Mexico

3-1P  
GM Truck Deliveries - (United States)  
July 2005

	July			Calendar Year-to-Date January - July		
	2005	2004	%Chg per S/D	2005	2004	%Chg
Selling Days (S/D)	26	27				
Rainier	2,161	2,424	-7.4	9,711	12,428	-21.9
Rendezvous	5,794	6,320	-4.8	39,211	39,705	-1.2
Terraza	2,985	0	***.*	11,594	0	***.*
Total Buick	10,940	8,744	29.9	60,516	52,133	16.1
Escalade	4,023	4,372	-4.4	19,087	20,932	-8.8
Escalade ESV	1,905	1,464	35.1	9,090	8,324	9.2
Escalade EXT	1,024	918	15.8	5,440	5,828	-6.7
SRX	2,993	2,644	17.6	14,640	16,836	-13.0
Total Cadillac	9,945	9,398	9.9	48,257	51,920	-7.1
Astro	1,579	2,807	-41.6	16,130	22,302	-27.7
C/K Suburban(Chevy)	12,786	12,016	10.5	57,567	67,552	-14.8
Chevy C/T Series	31	21	53.3	157	241	-34.9
Chevy W Series	178	235	-21.3	1,604	1,391	15.3
Colorado	16,113	12,482	34.1	91,500	62,733	45.9
Equinox	17,571	6,831	167.1	88,556	30,291	192.4
Express Cutaway/G Cut	1,563	1,993	-18.6	10,910	11,009	-0.9
Express Panel/G Van	9,842	6,588	55.1	54,058	43,567	24.1
Express/G Sportvan	1,471	1,446	5.6	14,273	11,118	28.4
HHR	4,414	0	***.*	4,414	0	***.*



Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Kodiak 4/5 Series	989	635	61.7	6,339	4,612	37.4
Kodiak 6/7/8 Series	328	186	83.1	2,482	2,194	13.1
S/T Blazer	366	1,950	-80.5	4,398	27,105	-83.8
S/T Pickup	2	664	-99.7	142	8,764	-98.4
Tahoe	22,635	21,509	9.3	104,107	110,598	-5.9
Tracker	14	1,454	-99.0	457	11,763	-96.1
TrailBlazer	28,922	30,916	-2.9	147,301	153,748	-4.2
Uplander	9,278	0	***.*	45,474	0	***.*
Venture	726	6,374	-88.2	6,255	49,672	-87.4
.....						
Avalanche	9,812	7,933	28.4	44,095	50,042	-11.9
Silverado-C/K						
Pickup	95,906	64,342	54.8	480,134	387,249	24.0
Chevrolet Fullsize						
Pickups	105,718	72,275	51.9	524,229	437,291	19.9
.....						
Chevrolet Total	234,526	180,382	35.0	1,180,310	55,951	11.8
-----						
Canyon	4,555	2,820	67.7	24,801	13,675	81.4
Envoy	15,168	14,731	6.9	72,414	76,691	-5.6
GMC C/T Series	18	21	-11.0	130	320	-59.4
GMC W Series	837	447	94.5	3,706	3,032	22.2
Safari (GMC)	276	687	-58.3	2,911	5,467	-46.8
Savana Panel/G Classic	2,176	1,706	32.5	13,659	11,962	14.2
Savana Special/G Cut	907	2,603	-63.8	9,645	14,932	-35.4
Savana/Rally	125	243	-46.6	1,402	1,508	-7.0
Sierra	31,896	20,234	63.7	158,077	118,604	33.3
Sonoma	0	204	***.*	63	2,835	-97.8
Topkick 4/5 Series	1,966	479	326.2	9,680	3,677	163.3
Topkick 6/7/8 Series	427	728	-39.1	5,011	4,161	20.4
Yukon	11,977	9,728	27.9	50,392	51,835	-2.8
Yukon XL	8,389	6,638	31.2	35,128	35,692	-1.6
GMC Total	78,717	61,269	33.4	387,019	344,391	12.4
-----						
HUMMER H1	29	21	43.4	228	300	-24.0
HUMMER H2	2,783	2,484	16.3	15,152	15,032	0.8
HUMMER H3	4,664	0	***.*	9,464	0	***.*
HUMMER Total	7,476	2,505	209.9	24,844	15,332	62.0
-----						
Bravada	20	166	-87.5	267	1,503	-82.2
Silhouette	4	513	-99.2	125	5,336	-97.7
Oldsmobile Total	24	679	-96.3	392	6,839	-94.3
-----						
Other-Isuzu F Series	108	110	2.0	686	717	-4.3
Other-Isuzu H Series	9	0	***.*	31	0	***.*
Other-Isuzu N Series	918	1,438	-33.7	7,732	7,650	1.1
Other-Isuzu Total	1,035	1,548	-30.6	8,449	8,367	1.0
-----						
Aztek	476	1,749	-71.7	4,003	14,053	-71.5
Montana	410	3,334	-87.2	2,944	22,426	-86.9
Montana SV6	2,779	0	***.*	11,561	0	***.*
Pontiac Total	3,665	5,083	-25.1	18,508	36,479	-49.3
-----						
9-7X	685	0	***.*	1,048	0	***.*
Saab Total	685	0	***.*	1,048	0	***.*
-----						
Relay	1,755	0	***.*	10,322	0	***.*
VUE	11,887	8,846	39.5	54,206	57,125	-5.1
Saturn Total	13,642	8,846	60.1	64,528	57,125	13.0
-----						
GM Total	360,655	278,454	34.5	1,793,914	1,628,537	10.2
-----						

## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

### GM TRUCK Deliveries by Production Source

	2005	2004	%Chg	2005	2004	%Chg
GM North America *	358,949	276,595	34.8	1,782,742	1,618,190	10.2
GM Import	1,706	1,859	-4.7	11,172	10,347	8.0
GM Total	360,655	278,454	34.5	1,793,914	1,628,537	10.2

### GM Light Duty Truck Deliveries by Production Source

	2005	2004	%Chg	2005	2004	%Chg
GM North America *	354,846	274,154	34.4	1,756,356	1,600,542	9.7
GM Import	0	0	***.*	0	0	***.*
GM Total	354,846	274,154	34.4	1,756,356	1,600,542	9.7

\* Includes U.S./Canada/Mexico

3-1P

### GM Truck Deliveries - (United States) July 2005

	July			Calendar Year-to-Date January - July		
	2005	2004	%Chg per S/D	2005	2004	%Chg
Selling Days (S/D)	26	27				

### GM TRUCK Deliveries by Production Source and Marketing Division

	2005	2004	%Chg	2005	2004	%Chg
Buick Total	10,940	8,744	29.9	60,516	52,133	16.1
Cadillac Total	9,945	9,398	9.9	48,257	51,920	-7.1
Chevrolet Total	234,401	180,231	35.1	1,179,200	1,055,080	11.8
GMC Total	77,946	60,885	32.9	383,853	341,880	12.3
HUMMER Total	7,476	2,505	209.9	24,844	15,332	62.0
Oldsmobile Total	24	679	-96.3	392	6,839	-94.3
Other-Isuzu Total	225	224	4.3	1,596	1,402	13.8
Pontiac Total	3,665	5,083	-25.1	18,508	36,479	-49.3
Saab Total	685	0	***.*	1,048	0	***.*
Saturn Total	13,642	8,846	60.1	64,528	57,125	13.0
GM North America Total*	358,949	276,595	34.8	1,782,742	1,618,190	10.2
Chevrolet Total	125	151	-14.0	1,153	871	32.4
GMC Total	771	384	108.5	3,166	2,511	26.1
Other-Isuzu Total	810	1,324	-36.5	6,853	6,965	-1.6
GM Import Total	1,706	1,859	-4.7	11,172	10,347	8.0

### GM Light Truck Deliveries by Production Source and Marketing Division

	2005	2004	%Chg	2005	2004	%Chg
Buick Total	10,940	8,744	29.9	60,516	52,133	16.1
Cadillac Total	9,945	9,398	9.9	48,257	51,920	-7.1
Chevrolet Total	233,000	179,305	34.9	1,169,771	1,047,513	11.7
GMC Total	75,469	59,594	31.5	368,492	333,201	10.6
HUMMER Total	7,476	2,505	209.9	24,844	15,332	62.0
Oldsmobile Total	24	679	-96.3	392	6,839	-94.3
Pontiac Total	3,665	5,083	-25.1	18,508	36,479	-49.3
Saab Total	685	0	***.*	1,048	0	***.*
Saturn Total	13,642	8,846	60.1	64,528	57,125	13.0

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GM North America							
Total*	354,846	274,154	34.4	1,756,356	1,600,542	9.7	

GM Light Truck Deliveries by Marketing Division

Buick Total	10,940	8,744	29.9	60,516	52,133	16.1
Cadillac Total	9,945	9,398	9.9	48,257	51,920	-7.1
Chevrolet Total	233,000	179,305	34.9	1,169,771	1,047,513	11.7
GMC Total	75,469	59,594	31.5	368,492	333,201	10.6
HUMMER Total	7,476	2,505	209.9	24,844	15,332	62.0
Oldsmobile Total	24	679	-96.3	392	6,839	-94.3
Pontiac Total	3,665	5,083	-25.1	18,508	36,479	-49.3
Saab Total	685	0	***.*	1,048	0	***.*
Saturn Total	13,642	8,846	60.1	64,528	57,125	13.0
GM Total	354,846	274,154	34.4	1,756,356	1,600,542	9.7

\* Includes US/Canada/Mexico

GM Production Schedule - 08/02/05

Units 000s	GMNA						Total Worldwide	Memo: Joint		Ventures International
	Car1	Truck1	Total	GME2	GMLAAM3	GMAP4		GMNA 1 Car	Truck	
2005 Q3 #	405	695	1,100	412	207	430	2,149	15	48	356
O/(U) prior forecast:@	0	0	0	5	3	(2)	6	0	0	(1)

Units 000s	GMNA						Total Worldwide	Memo: Joint		Ventures International
	Car1	Truck	Total	GME	GMLAAM	GMAP		GMNA 1 Car	Truck	
2001										
1st Qtr.	580	634	1,214	538	138	51	1,941	18	9	NA
2nd Qtr.	638	726	1,364	491	165	64	2,084	13	16	NA
3rd Qtr.	574	664	1,238	373	146	74	1,832	11	15	NA
4th Qtr.	573	721	1,294	441	127	67	1,929	9	16	NA
	-----	-----	-----	-----	---	---	-----	---	---	
CY	2,365	2,745	5,110	1,842	575	256	7,786	51	56	NA
2002										
1st Qtr.	600	753	1,353	456	131	65	2,005	11	11	NA
2nd Qtr.	688	865	1,553	453	141	74	2,221	15	17	NA
3rd Qtr.	568	740	1,308	408	132	87	1,935	19	20	NA
4th Qtr.	602	824	1,426	453	157	81	2,117	14	25	NA
	-----	-----	-----	-----	---	---	-----	---	---	
CY	2,458	3,182	5,640	1,770	561	307	8,278	59	73	NA

## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

2003										
1st Qtr.	591	860	1,451	491	127	77	2,146	19	24	NA
2nd Qtr.	543	837	1,380	488	128	90	2,086	19	24	NA
3rd Qtr.	492	753	1,245	393	135	120	1,893	20	17	NA
4th Qtr.	558	827	1,385	446	157	133	2,121	16	20	NA
	-----	-----	-----	-----	---	---	-----	---	---	
CY	2,184	3,277	5,461	1,818	547	420	8,246	74	85	NA
2004										
1st Qtr.	525	820	1,345	473	159	296	2,273	19	19	247
2nd Qtr.	543	846	1,389	503	172	337	2,401	18	48	284
3rd Qtr.	463	746	1,209	411	185	314	2,119	16	43	261
4th Qtr.	466	811	1,277	442	200	386	2,305	17	47	324
	-----	-----	-----	-----	-----	-----	-----	---	---	-----
CY	1,997	3,223	5,220	1,829	716	1,333	9,098	70	158	1,116
2005										
1st Qtr.	470	713	1,183	502	185	335	2,205	16	51	287
2nd Qtr. #	458	787	1,247	501	195	398	2,341	17	49	337
3rd Qtr. #	405	695	1,100	412	207	430	2,149	15	48	356
	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----

@ Numbers may vary due to rounding

# Denotes estimate

- 1 GMNA includes joint venture production - NUMMI units included in GMNA Car; HUMMER and CAMI units included in GMNA Truck
- 2 GME includes GM-AvtoVAZ joint venture production beginning in Q1 2004
- 3 GMLAAM includes GM Egypt joint venture from 2001 through current calendar years
- 4 GMAP includes joint venture production: Shanghai GM Norsom Motors (formerly Jinbei GM) and Shanghai GM beginning in 2000 and SAIC-GM-Wuling and GM Daewoo Auto Technologies (GMDAT) beginning in Q1 2004
- 5 International joint venture production includes GM-AvtoVAZ, GM Egypt, Shanghai GM Norsom Motors, Shanghai GM, SAIC-GM-Wuling, and GMDAT

This report is governed by the Safe Harbor language found in the Terms and Conditions on the GM Institutional Investor website.

### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

GENERAL MOTORS CORPORATION

-----  
(Registrant)

Date: August 2, 2005

By: /s/PETER R. BIBLE

-----  
(Peter R. Bible,

